



Global Telecomms

Telecomms Solutions & Wireless Networks

Agenda



- Introduction to LogicaCMG Global Telecomms
- LogicaCMG Products For Wireless Networks
- LogicaCMG Consulting & Technical Services For Telcos
- Telecommunications Technologies & Operators In North America
- Q&A

LogicaCMG's mission



To help leading organizations
worldwide achieve their business
objectives through the innovative
delivery of information
technology and business process
solutions



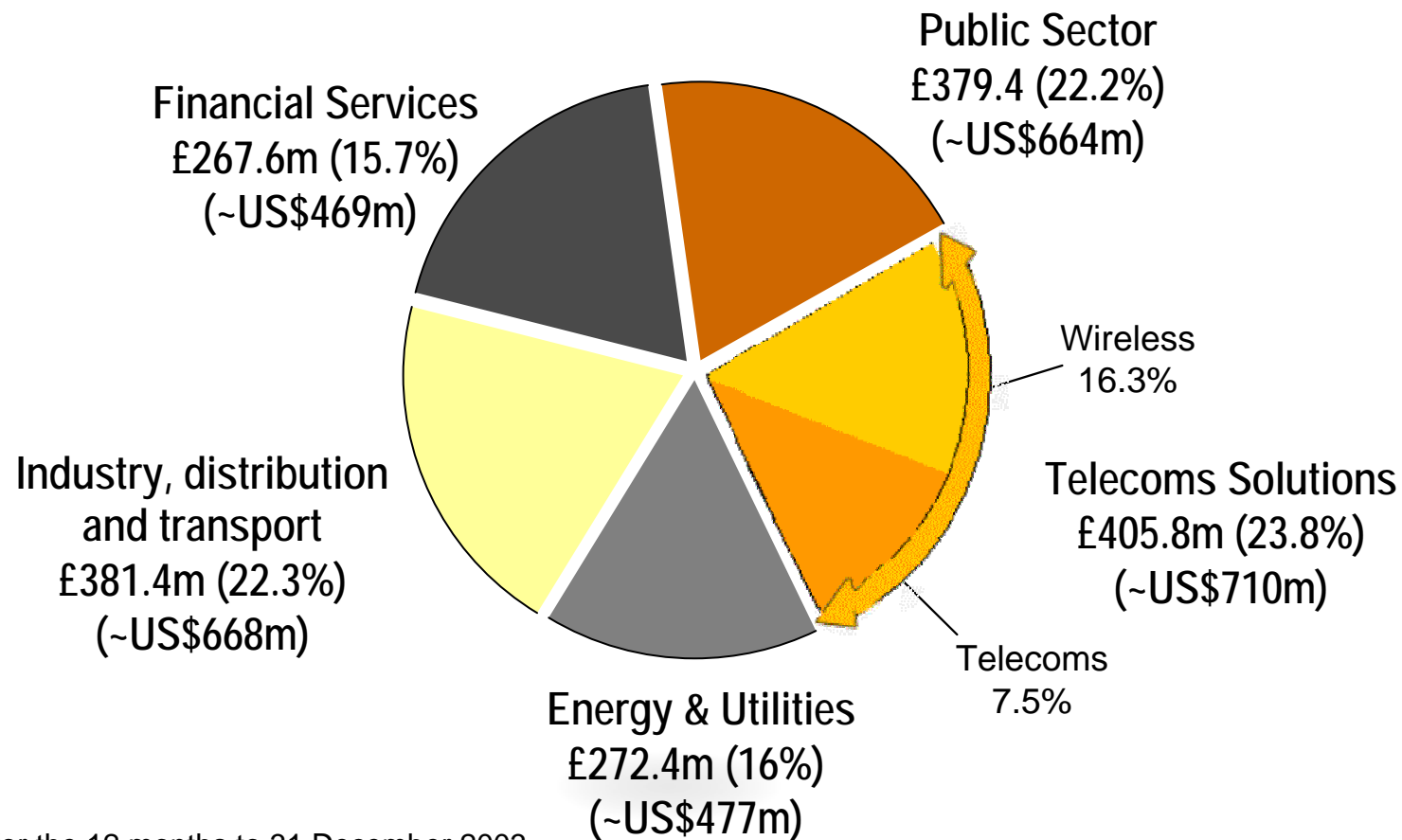
- Formed in December 2002 through the merger of Logica plc & CMG plc, the company has over 40 years of experience in the IT services arena.
- Listed on the London (FTSE 150 & techMARK 100) & Amsterdam (AEX) Stock Exchanges.
- A major international force in IT services and wireless telecom.
- £1.71 billion (>>US\$3 billion) consolidated revenue December 2003 (FY-2004 revenue to be announced March 2005).
- Over 21,000 people in 36 countries.
- A broad portfolio of offerings across key industry sectors bringing diversity and stability to our stakeholders: products, services, consulting, outsourcing

- Logica & CMG both major players in wireless telecommunications industry, and market leaders in providing messaging products to the wireless common carriers
- LogicaCMG also active in wireline, ISP, broadband, cable, satellite, TV, ...
- Overlapping product lines have been rationalized over last 18 months
- Telecommunications products & services all under one organization – Global Telecom (GT): has own corporate structure (see later) with over 4,500 dedicated staff
- GT comprises about 25% of LogicaCMG and is still growing (over US\$800m in FY2004)
- Broad portfolio of offerings across key telecom industry sectors: products, services, consulting, outsourcing
- Very active sector: over 500 bids issued in US/Canada alone last year

Broadly based by sector – Industry solution focus



2003 Revenues £1.71 billion / >US\$3 billion



Results for the 12 months to 31 December 2003

LogicaCMG today – A global company



Europe:

Austria
Belgium
Czech Republic
France
Germany
Hungary
Ireland
Italy
Luxembourg
Netherlands
Norway
Portugal
Slovakia
Spain
Sweden
Switzerland
United Kingdom

Asia:

China
India
Indonesia
Japan
Malaysia
Philippines
Singapore
Taiwan

South America:

Brazil
Venezuela

North-America:

Canada
Mexico
United States

Australasia:

Australia

Middle East & Africa:

UAE
Egypt
Saudi Arabia
South Africa



Market positioning



- Broadly based by geography, by sector and by offering
- Reliable, successful and long-term partner
- Consultants who implement and deliver
- World class product suppliers, systems integrators and outsource providers
- Recognized for our independence, technical excellence and business and technology innovation
- Value-added, mission-critical, repeatable, global solutions

Our Capabilities - Applicable to all sectors



- Business & management consultancy
- IT strategy consultancy
- Global leader in mobile & internet messaging
- Applications development & implementation
- Systems integration
- Leading technology consultancy & solutions
- Managed operations & applications services
- Business process outsourcing
- Regulatory reporting
- Central market infrastructures
- Security

LogicaCMG's innovations have been helping to make and shape the global telecoms market for over 35 years.

Areas of expertise include:

- Messaging
- Rating, Billing & Payments, Collections
- Mediation, Provisioning, Subscription Management
- Inter-carrier billing & reconciliation
- Mobile Internet
- E-Telco
- Network & Service Management
- Customer Relationship Management

LogicaCMG helps operators improve profitability by harnessing technology to:

- Create new revenues through fast deployment of new services
- Accelerate revenues through faster and better order fulfilment
- Increase service usage via improved quality of service
- Identify, win and retain the best customers
- Enrich customer value by optimising the user experience
- Automate business processes to reduce operating costs
- Increase return on investment of legacy technologies
- Minimise the total cost of ownership of technology

LogicaCMG has delivered many world firsts:

- First commercial text message
- First commercial deployment of total messaging for 3G networks
- World's first e-Telco
- First proven converged payments solution
- First proven secure financial transaction over a wireless (GSM) network
- First standards based mobile internet gateway for GSM/GPRS networks
- First commercial MMS-C deployment
- First MMS-C in a CDMA environment
- First voicemail system based on Voice-over IP & e-mail technology
- First commercially available VideoMail solution

LogicaCMG in telecoms – our track record



- LogicaCMG's systems process two out of every three text messages sent in the world
- LogicaCMG has delivered one out of every four multimedia messaging centres installed by wireless service providers across the globe
- LogicaCMG supports 300+ operators in more than 100 countries, including half of the world's digital mobile operators
- LogicaCMG's IT solution enabled the creation of Europe's first 'e-telco' where every aspect of customer interaction could be handled automatically via the web
- LogicaCMG delivered first secure e-commerce transactions via mobile phone

LogicaCMG in telecoms – our track record



- LogicaCMG has successfully deployed over 150 payments solutions on five continents, in 2G, 2.5G and 3G worldwide
- LogicaCMG's world firsts include the first commercial text message; the first short message service (SMS) product for 3G networks; the first commercial MMS deployment and the first fully integrated, Internet protocol (IP) based, total messaging solution
- LogicaCMG is the leading integrator of network inventory management systems for Tier 1 telecommunications operators in Europe
- LogicaCMG provides solutions which serve more than 800 million active mobile phone subscribers worldwide

Wireless enterprise solutions – our track record



- LogicaCMG enables operator worldwide revenues of tens of billions of dollars through SMS, MMS and Wireless Internet access
- LogicaCMG has installed mobile data centres in over 750 sites worldwide, for over 250 telecom operators, offering 24x7 support
- LogicaCMG is the first company to enable the distribution of digital content across all broadcast / multicast media, including digital radio, Internet, satellite and television
- LogicaCMG has implemented innovative traffic services, based on mobile telephones. This is used by Dutch local government to manage the road network more effectively
- LogicaCMG provided a fully integrated RFID-SAP based solution for wireless tracking & tracing of spare parts, tools, and instruments in the aviation industry (Airbus)

Generic Capabilities ...



- Consulting & SI for compliance reporting and analysis (SOX, GLB, OFAC, Patriot Act, FCC, PUCs, ...)
- IT consulting, integration of disparate platforms, automation of operations, outsource planning, technology assessments
- Data Warehousing, data marts, archiving/recovery, disaster recovery
- Outsourcing of non-core IT functions
- SAP, PeopleSoft, Oracle expertise and outsourcing
- CRM, marketing systems, call centers
- Consolidation of invoicing from suppliers and integration with automated/electronic bill payment
- Corporate treasury management & banking interfaces
- System change control, configuration management, preplanned product upgrades & deployments
- Project Management, Planning, Training
- Specialist Staff Augmentation



Questions & Answers